

Message Text

UNCLASSIFIED

PAGE 01 BUENOS 01442 041409Z

53

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
----- 010881

R 041207Z MAR 75
FM AMEMBASSY BUENOS AIRES
TO USDOC WASHDC
INFO SECSTATE WASHDC 0138
AMEMBASSY CARACAS

UNCLAS BUENOS AIRES 1442

E.O. 11652: N/A
TAGS: BEXP, AR
SUBJECT: U.S. CHEMICAL AND PETROCHEMICAL PROCESSING EQUIPMENT
TRADE MISSION TO VENEZUELA, BRAZIL AND ARGENTINA
APRIL 3-15

REF STATE 30033, STATE 36432

1. EMBASSY PROPOSES FOLLOWING TENTATIVE PROGRAM SCHEDULE:

APRIL 13 1130 HRS - MISSION ARRIVAL. TRANSPORT TO HOTEL
1800 HRS - CONFERENCE BETWEEN MISSION DIRECTOR AND
COMATT

APRIL 14 0900 HRS - EMBASSY BRIEFING TO MISSION MEMBERS
1000 HRS - END BRIEFING
1100 HRS - FORMAL CALL BY MISSION DIRECTOR ON INDUSTRIAL
DEVELOPMENT SECRETARIAT
1100 HRS THROUGH 1800 HRS - BUSINESS APPOINTMENTS
(MISSION MEMBERS)
1600 HRS - FORMAL CALL BY MISSION DIRECTOR ON DIRECCION
GENERAL DE FABRICACIONES MILITARES

APRIL 15 0900 HRS - THROUGH 1700 HRS - BUSINESS APPOINTMENTS
(MISSION MEMBERS)
1100 HRS - FORMAL CALL BY MISSION DIRECTOR ON
YPF, OR PLANT VISIT
1900 HRS - MEETING WITH EMBASSY REPS FOR EVALUATION
OF MISSION ACCOMPLISHMENTS

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BUENOS 01442 041409Z

2. PLEASE NOTE THAT MARCH 27 AND 28 (EASTER HOLIDAYS) FALL DURING ADVANCE MAN VISIT. BUSHWALLER'S HOTEL RESERVATION HAS BEEN MADE SHERATON HOTEL.

3. BUDGET ESTIMATE WILL BE SENT BY SEPTTEL.

4. REQUEST AN EARLY INDICATION ON NUMBER OF INTERPRETERS NEEDED.

5. INFORMATION SHEETS AND CATALOGS OF ALL NINE COMPANIES HAVE BEEN RECEIVED.

6. BROCHURES PRINTED IN CARACAS SHOULD BE RECEIVED NLT MARCH 24 IN ORDER TO MEET MAIL OUT DEADLINE.

7. EMBASSY RECOMMENDS AGAINST HOLDING OF RECEPTION FOR A NUMBER OF REASONS: A) WE BELIEVE THAT IT WOULD BE DIFFICULT TO ENSURE ADEQUATE ATTENDANCE AT SUCH A FUNCTION; B) IN VIEW OF SHORT DURATION OF MISSION VISIT, BELIEVE TIME WHICH WOULD BE TAKEN UP BY RECEPTION COULD BE PUT TO BETTER USE BY MISSION MEMBERS IN CONTACTING PROSPECTIVE CUSTOMERS AND AGENTS.

8. IF USDOC HAS NO OBJECTION, EMBASSY WOULD SCHEDULE ONE APPOINTMENT EACH FOR FOLLOWING FIRMS: HLT INDUSTRIES AND HUBERT LANDO, JR., WITH POTENTIAL CUSTOMERS OUTSIDE OF CHEMICAL AND PETROCHEMICAL SECTORS FOR WE FEEL THEY SHOULD INVESTIGATE MARKET POTENTIAL IN OTHER SECTORS IN WHICH DEMAND FOR THEIR PRODUCTS MAY BE AS GREAT AS CHEMICAL AND PETROCHEMICAL INDUSTRY.

9. REGARDING THE APPOINTMENT OF LOCAL DISTRIBUTORS, EMBASSY RECOMMENDS USDOC ADVISE MISSION MEMBERS THAT PRESENT MARKET CONDITIONS FOR THIS TYPE OF AGREEMENT ARE NOT FAVORABLE BECAUSE DISTRIBUTORS FROM BUILDING INVENTORIES. THERE IS AN ELABORATE SYSTEM REQUIRING FIRMS INTERESTED IN IMPORTING NEW LINES OF EQUIPMENT TO APPLY TO THE MINISTRY OF INDUSTRY FOR A CERTIFICATE OF NECESSITY AS END USERS. IN PRACTICE, THIS IMPORT RESTRICTION REDUCES THE ROLE OF A DISTRIBUTOR TO THAT OF A SALES AGENT.

10. SEVERAL MISSION MEMBERS HAVE INDICATED IN USDOC INFORMATION SHEETS THEIR INTEREST TO CONTACT POTENTIAL BUYERS OR AGENTS

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 BUENOS 01442 041409Z

OUTSIDE BUENOS AIRES AREA. ALTHOUGH EMBASSY RECOMMENDS AGAINST TRIP TO INTERIOR CITIES, POST WILL TRY TO ATTRACT BUYERS FROM SAME TO B.A.
HILL

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BUENOS01442
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750075-0784
From: BUENOS AIRES
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750386/aaaaczfp.tel
Line Count: 111
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 30033, 75 STATE 36432
Review Action: RELEASED, APPROVED
Review Authority: CollinP0
Review Comment: n/a
Review Content Flags:
Review Date: 23 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <23 MAY 2003 by SilvaL0>; APPROVED <20 FEB 2004 by CollinP0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: U.S. CHEMICAL AND PETROCHEMICAL PROCESSING EQUIPMENT TRADE MISSION TO VENEZUELA, BRAZIL AND ARGENTINA
TAGS: BEXP, AR
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006